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# The Little House Difference

We embrace innovation, challenge conventional wisdom and strive to deliver strong investment results for our clients.



### **FIRM FACTS**

### History

- Team history dates back to 2010
- Little House Capital was founded in 2017 to offer proprietary investment strategies and products
- Firm's mission is to deliver industry-leading client experience with technology-focused solutions
- Firm is 100% employee-owned

### Experience

- Senior investment team professionals average over 30 years of industry experience
- Leverage collective expertise in overseeing and managing large mutual funds and asset pools
- Demonstrated security selection and top-down expertise

#### Clients

- Foundations and Endowments
- Family Offices
- Pension Plans
- High Net Worth Individuals





### **INVESTMENT PHILOSOPHY**

### **Our Objectives**

Competitive risk-adjusted returns with less downside risk

Diversified exposure to high-quality, well-capitalized companies

Sustainable and improving business fundamentals

### **Our Beliefs**

In the short-term, equity prices are heavily influenced by changing investor sentiment

In the long term, equity share prices reflect the value of cash flows and economic profits

Markets evolve and require a nimble, actively managed approach to portfolio construction

Irrational market behavior creates opportunities for disciplined, fundamentally oriented, investors



### **INVESTMENT PROCESS: Overview**

#### **Refine the Universe**

- Revenue/Earnings Growth
- Valuation, Growth and Profitability
- Cash Flow Generation
- · Earnings Quality and Sustainability

#### **Top-Down Assessment**

- Macro Themes
- Industry Themes
- Risk Environment

### **Universe** 1,500 Companies

**High Quality Opportunity Set** 300-500

**Idea Generation** 100-125

**Potential Buys** 60-70

Potential Sells 0-10

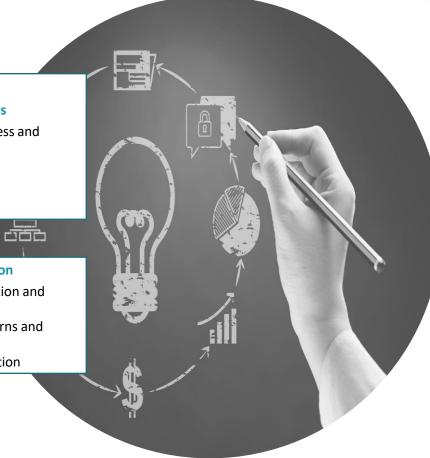
Portfolio Holdings 30-50

#### **Bottom-Up Analysis**

- Business Model Attractiveness and Sustainability
- Valuation
- Management Assessment

#### **Portfolio Construction**

- Sustainable Income Generation and Growth
- Superior Risk-Adjusted Returns and Downside Protection
- Sector and Stock Diversification





### **INVESTMENT PROCESS: Refine Universe**

#### **Profitability**

Improving returns on Capital

#### Growth

Revenue growth in expanding markets

#### **Valuation**

Fair-value range

#### **Earnings Quality**

Financials depict economic reality



Universe

**High-Quality Opportunity Set** 





### **INVESTMENT PROCESS: Top-Down Assessment**

#### **MACROECONOMIC**

- Global Growth Profile
- Monetary & Fiscal Policy
- Inflationary Expectations
- Foreign Trade

#### **CAPITAL MARKETS**

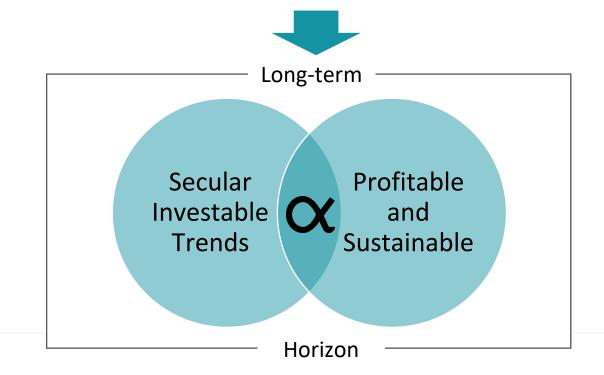
- Asset Class Risk Review
- Return Expectations
- Factor/Style Trends
- Yield Curve Assessment

#### **INDUSTRY THEMES**

- Innovation/Disruption
- Consolidation/Concentration
- Relative Industry Profitability
- Growth and Valuation trends
- ESG Profile

#### **RISK ENVIRONMENT**

- Macro Factor Profile
- Investor Risk Aversion
- Systemic Economic Risk
- Correlation Analysis





# **INVESTMENT PROCESS: Bottom-Up Analysis**

#### **BUSINESS MODEL**

- Revenue Sourcing
- Profitability/Cash Flow
- Growth Drivers
- Cost of Capital
- Financial Predictability
- Intrinsic Value Range

#### **GROWTH PROSPECTS**

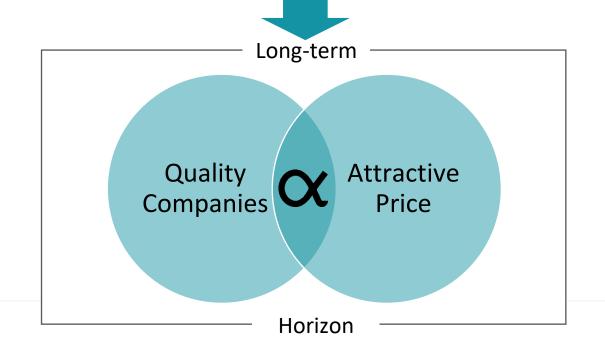
- Growing Industry Trends
- Market Share
- Product Innovation
- Margin Expansion
- Cash Flow Growth Potential

#### **FINANCIAL FLEXIBILITY**

- Solid Balance Sheet
- Free Cash Flow Generation
- Manageable Cost of capital
- Adequate Dividend Coverage
- Cost Containment
- Debt Quality/Management

#### **MANAGEMENT QUALITY**

- Record of Value Creation
- Shareholder Oriented
- Corporate Vision
- Regulatory Backdrop
- Proven Track Record





### **INVESTMENT PROCESS: Portfolio Construction**

**Buy, Sell, Trim Decisions** 

**Portfolio Holdings** 



#### **Improve Risk/Reward Profile**

Calibrate exposure to current outlook

#### **Enhance the Quality of Growth**

Sustainable and growing dividend income

#### **Maintain Portfolio Diversification**

Broad exposure to sectors & industries

#### **Reduce Idiosyncratic Risk**

Understand non-systemic relationships

#### **Reduce Downside Risk**

Protect principal





### **RISK MANAGEMENT: Controls**

### **Portfolio Level**

Sector exposure constraints relative to the Benchmark

Overall risk profile calibrated to capital market environment

Neutral factor/style risk exposures relative to the Benchmark



### **Individual Stock**

Transparent business model and trustworthy management

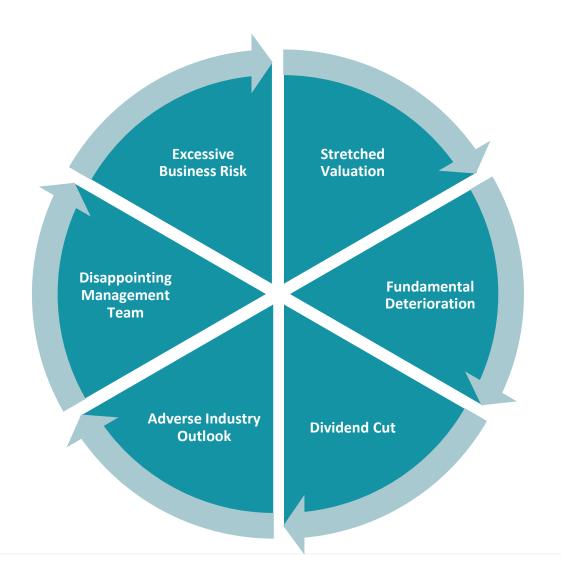
Margin of safety valuation and financial stability

Ability to withstand financial shocks

No accounting "red" flags



### **RISK MANAGEMENT: Sell Discipline**



#### **Final Sale Rationale:**

- Company cuts the dividend
- Management changes/loss of confidence
- Stock price exceeds intrinsic valuation range
- Rapidly deteriorating company fundamentals
- Spike in company financial-risk profile
- Revenue/Earnings assumptions challenged
- Better opportunities elsewhere



# Portfolio LHC Core+

As of 12.31.22



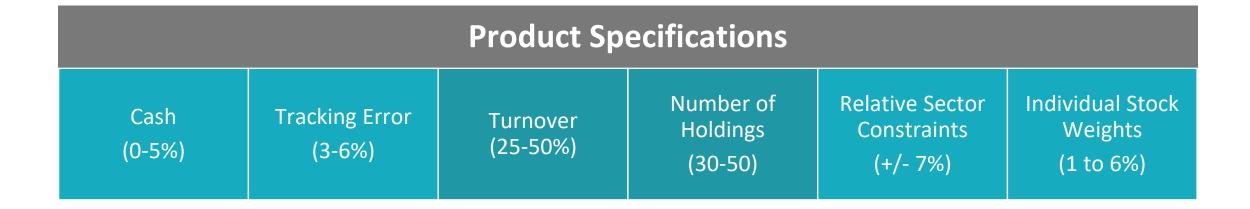
### **LHC Core+**

- Strategy run since March 28, 2018
- Team averages over 25 years of industry experience
- Focus on larger capitalization companies with sustainable competitive advantages, durable growth prospects, improving earnings, and strong free cash flow
- Integrated bottom-up and top-down investment approach
- Actively managed, concentrated portfolio of high-conviction ideas
- Benchmarked to the S&P 500

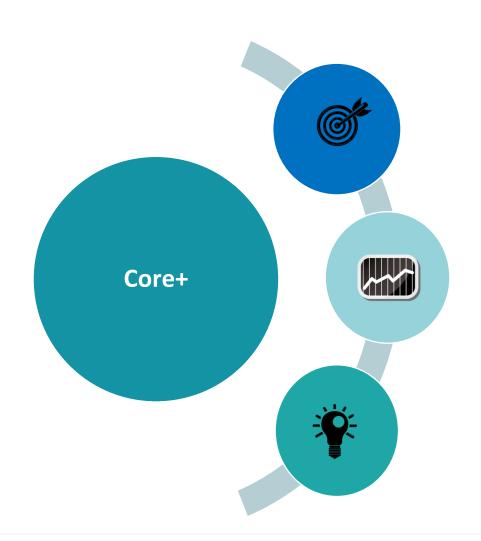


### **LHC Core+**

Objectives			
Outperform Benchmark	Less Downside Capture	Long Term Capital Appreciation	



### **PORTFOLIO: Structure**



#### **Consistent Growers:**

Consistent cash-flow generation with sustainable financials & strong management teams operating in a leadership position (70-80%)

#### **Misunderstood Achievers:**

Underappreciated long-term value enhancing opportunities created by innovation in new technologies and markets (15-20%)

#### **Unrecognized Value:**

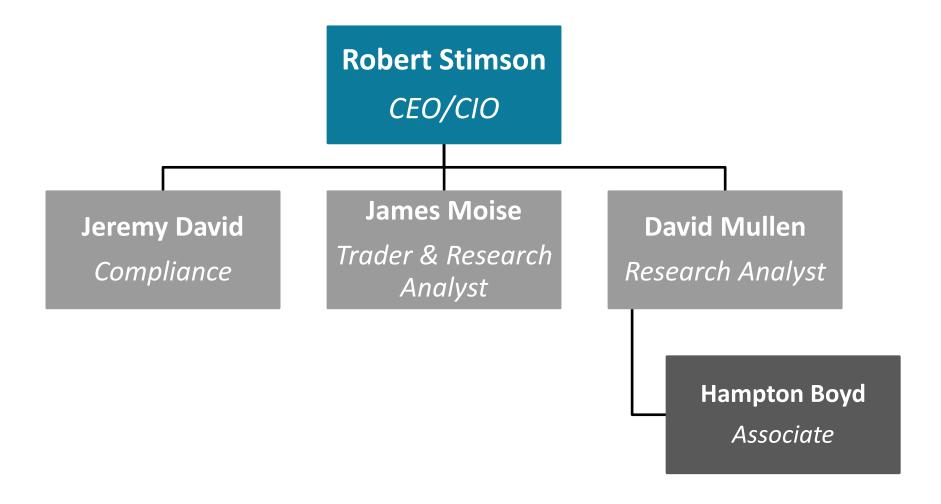
The stock price failed to keep up with improving fundamentals such as cash flow generation and return on capital (5-10%)



# THE LHC TEAM

Robert C. Stimson, CPA	Lead Portfolio Manager, Chief Investment Officer Boston College, MSF Ithaca College, BA/BS	36 years of industry experience
David K. Mullen	Research Analyst/ Trader University of Massachusetts, BA	4 years of experience
James R. Moise	Research Analyst/ Trader Johnson and Wales University, BA	15 years of industry experience
Hampton W. Boyd	Research Associate Babson College, MSF Stonehill College, BS	2 years of industry experience
Jeremy S. David, ESQ., CFP®	Chief Compliance Officer Suffolk University, JD Franklin and Marshall College, BA	20 years of industry experience

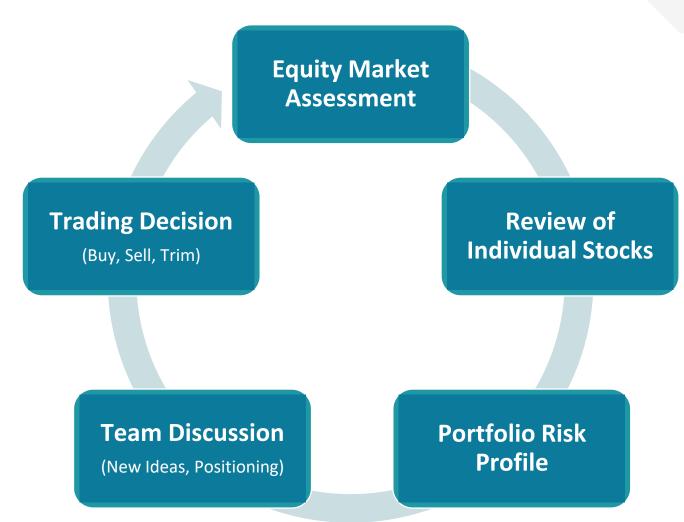
### LHC ORGANIZATIONAL STRUCTURE





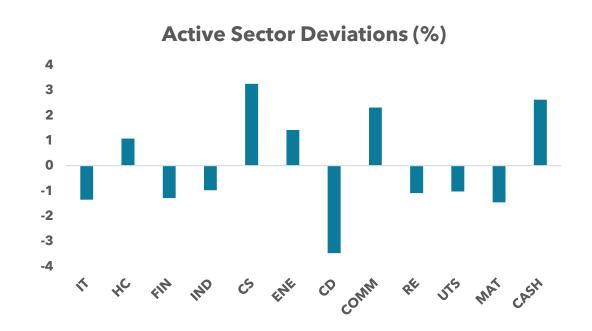
# **PORTFOLIO: Ongoing Review Process**





# **PORTFOLIO:** Top Holdings

Top 10 Holdings	Value
APPLE INC	7.5
MICROSOFT CORP	7.2
ALPHABET INC-CL A	5.4
BERKSHIRE HATHAWAY INC-CL B	4.9
WALMART INC	4.8
RAYTHEON TECHNOLOGIES CORP	3.5
UNITEDHEALTH GROUP INC	3.5
KLA CORP	3.4
CHEVRON CORP	3.4
THERMO FISHER SCIENTIFIC INC	3.2

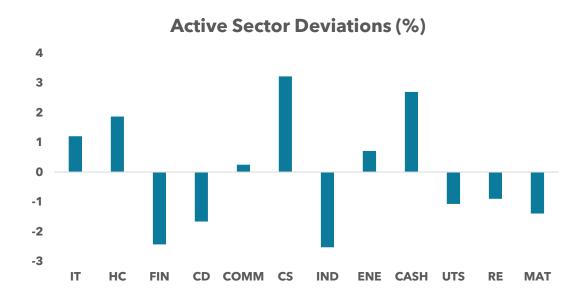


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# **PORTFOLIO:** Key Characteristics

Characteristic	Portfolio	Benchmark
Dividend Yield	2.03	2.11
Price to Earnings	18.86	18.56
Price to Cash Flow	13.16	12.88
Price to Book	4.15	3.87
Debt-to-Equity Ratio	104.82	122.37
Current Ratio	1.37	1.24
Forward Dividend Yield	1.676	1.836
Return On Equity	19.38	18.47

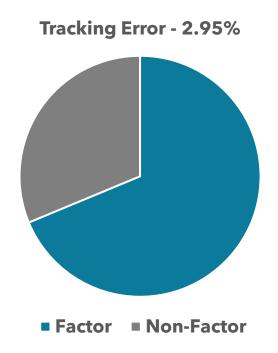


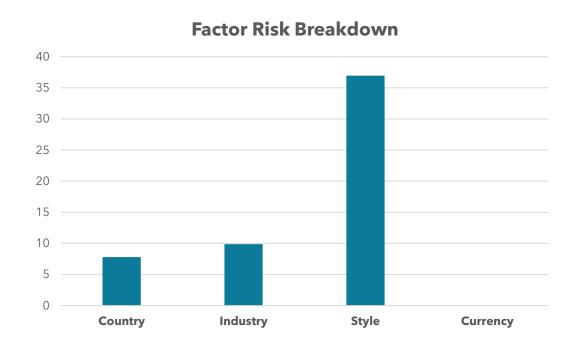
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Benchmark of 50% S&P 500 and 50% Russell1000 Growth



### **PORTFOLIO RISK**





The above table presents gross of fees performance figures and does not reflect the deduction of investment advisory fees. Excess returns calculated relative a benchmark of 50% S&P 500 and 50% Russell1000 Growth. Past performance does not guarantee future results. Please refer to notes to performance disclosures included herein. The information contained above is for illustrative purposes only.



### **PERFORMANCE RESULTS**

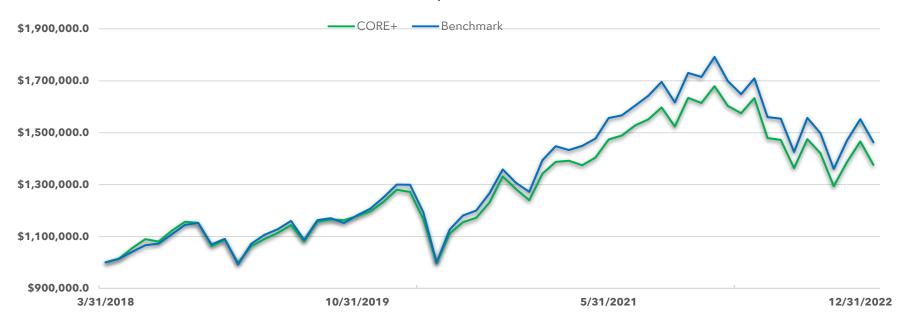
Year	Portfolio	Benchmark	Excess wrt Bench
2018	-1.80%	-2.30%	0.50%
2019	28.64%	31.45%	-2.81%
2020	14.64%	18.35%	-3.71%
2021	26.10%	28.66%	-2.56%
2022	-18.10%	-18.10%	0.00%

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### **ASSET GROWTH**

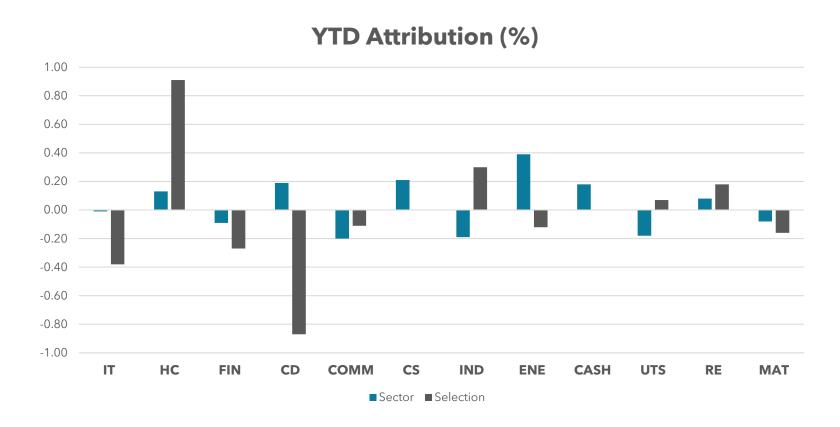
### **Growth of a \$1 Million**



The above table presents gross of fees performance figures and does not reflect the deduction of investment advisory fees. Excess returns calculated relative a benchmark of 50% S&P 500 and 50% Russell1000 Growth. Returns reflect all items of income, gain, and loss and the reinvestment of dividends and other income.



### **RETURN ATTRIBUTION**



The above table presents gross of fees performance figures and does not reflect the deduction of investment advisory fees. Excess returns calculated relative a benchmark of 50% S&P 500 and 50% Russell1000 Value. Returns reflect all items of income, gain, and loss and the reinvestment of dividends and other income.

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### WHY LHC Core+?

**Experienced Investment Team** 

Track Record of Performance

Time-Tested Integrated Research Approach

Top and Bottom-Up Portfolio
Construction

Risk Management Focused on Principal Protection

**Low Turnover** 

Partner Philosophy with Clients

**Competitive Fees** 

### The LHC Advantage

Our team leverages many years of experience in investment research, risk management and portfolio trading under a variety of equity market environments







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Management: The accounts that comprise the performance of the Absolute Opportunity Strategy are managed in a substantially similar manner are advertised unless the exclusion of any such account would not result in materially higher performance.

Fees: Gross of Fees; Actual returns will be reduced by investment advisory fees and other expenses that may be incurred in the management of the account. The collection of fees produces a compounding effect on the total rate of return net of management fees. The applicable fees are described in Part II of the Form ADV. As an example, the effect of investment management fees on the total value of a client's portfolio assuming (a) quarterly fee assessment, (b) \$1,000,000 investment, (c) portfolio return of 8% a year, and (d) 1.00% annual investment advisory fee would be \$10,416 in the first year, and cumulative effects of \$59,816 over five years and \$143,430 over ten years

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Index: Broad Based Third Party; Index returns are unmanaged and do not reflect the deduction of any fees or expenses. Index returns reflect all items of income, gain and loss and the reinvestment of dividends and other income. You cannot invest directly in an Index.

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